

Dr Blackman

British-American Tobacco MESSAGE T316

TI PUS137 AT 16:46 ON 26-SEP-83

ZCZC PUS137 261646 261633
NN MTX
-SYSTEM REF DDA693-26

PROOF OF DELIVERY NOTIFICATION
FOR MESSAGE R191 DDA693 16:33:27 26-SEP-83

T317 BATHAM DPB715 16:40:21 26-SEP-83 213456A BAT D

TO: BAT HAMBURG
FM: BAT LONDON

FOR DR. F. SEEHOFER

TECHNOLOGY TRANSFER AND PATENTS

IN RESPONSE TO MIKE HARDWICK'S TELEX TO YOU OF 16 SEPTEMBER, THE ONLY
DRAWING I HAVE RELATING TO PROCESS TECHNOLOGY TRANSFER IS THE ONE I
GAVE TO ALL MEMBERS AT THE RESEARCH CONFERENCE.

WE AGREED THAT COMPANIES WOULD CONSIDER THE PROPOSED GERMANY/MILLBANK
GUIDELINE IN TERMS OF THEIR OWN SITUATION. AS ACTIONED IN THE
MINUTES OF THE CONFERENCE, I HAVE DISCUSSED THE MATTER WITH MR.
PRITCHARD. HE IN TURN PLANS TO RAISE THE SUBJECT AT THE FORTHCOMING
PRODUCTION CONFERENCE. THE PRINCIPLE OF THE OPEN DOOR POLICY IS VERY
FIRMLY ESTABLISHED IN THE THINKING OF BAT.

RELATED TO THIS IS THE QUERY POSED LAST WEEK BY HERR GERDING TO MR.
MACLEAN APROPOS THE HAMBURG SINGLE-CUT FILTER. THE QUESTION WAS
WHETHER, IF BAT HANDED AND PAID FOR THE FOREIGN FILINGS, WOULD BAT
GERMANY BE IN A POSITION TO RECEIVE ROYALTIES, FROM FOR EXAMPLE B +
W, SHOULD THE LATTER EXPLOIT THE IDEA AND LAUNCH A BRAND.

THE ANSWER LIES IN THE DIFFERENCE BETWEEN AN IDEA, THAT IS AN ITEM OF
TECHNOLOGY, AND ANY COMMERCIAL PRODUCT DEVELOPED THEREFROM. USING
THE EXAMPLE OF B + W, IF THEY WERE TO DEVELOP A COMMERCIAL BRAND
UTILISING THE GERMAN CONCEPT, THEY WOULD BE IN A POSITION TO LICENSE
ANY OTHER BAT COMPANY. IF, ON THE OTHER HAND, BAT GERMANY DEVELOPS A
COMMERCIAL BRAND UTILISING THE TECHNOLOGY, THEN GERMANY COULD OFFER
TO LICENSE THE BRAND TO OTHER COMPANIES.

THE MERE EXCHANGE OF IDEAS OR TECHNOLOGY, EVEN IF PATENTED BY THE
INVENTOR, DOES NOT WARRANT THE PAYMENT OF ROYALTIES. THE EXCHANGE

** END OF 1 **

** 2 **

SIMPLY REPRESENTS THE OPEN DOOR POLICY THAT WE NOW OPERATE WITHIN
BAT.

I SHOULD BE GRATEFUL IF YOU WOULD CONVEY THE ABOVE INFORMATION TO
HERR GERDING.

REGARDS
BLACKMAN

NNNN

*Copy Mr Maclean
sent to: 29/9*

109881696

END OF MESSAGE T316

TI PUS137 AT 16:47 ON 26-SEP-83

** MESSAGE ENDS ** MESSAGE ENDS ** MESSAGE ENDS ** MESSAGE ENDS ** MESSAGE ENDS **